

Message Text

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PAGE 01 STATE 095351
ORIGIN NEA-10

INFO OCT-01 ISO-00 EB-08 COME-00 CCO-00 CIAE-00
OTPE-00 FCC-01 INR-07 NSAE-00 OC-06 USIA-06
BIB-01 SSO-00 INRE-00 /040 R

DRAFTED BY NEA/ARP:FHGERLACH:SLB
APPROVED BY NEA:MSTERNER
EB:WRAU (DRAFT)
USDOC:WGAINES (SUBS)
NEA/ARP:JWTTWINAM
-----280033Z 020363 /20

O 272331Z APR 77
FM SECSTATE WASHDC
TO AMEMBASSY JIDDA IMMEDIATE
INFO USLO RIYADH IMMEDIATE

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E.O. 11652: DECON UPON RECEIPT

TAGS: BTIO, US, SA

SUBJECT: MICRO-WAVE PROJECT

REF: (A) JIDDA 3042; (B) RIYADH 0092

1. DEPARTMENT AGREES THAT, IF ITT IS NOW CLEARLY OUT OF PICTURE FOR SUBJECT PROJECT, USG SHOULD WEIGH IN WITH SAG ON BEHALF OF WESTERN ELECTRIC/COLLINS. EMBASSY AUTHORIZED TO DO SO AT EARLIEST OPPORTUNITY AND AT LEVEL IT DEEMS APPROPRIATE.

FYI: WE UNDERSTAND FROM CONTACT HERE THAT HERBERT WILL BE MEETING DR. KAYYAL APRIL 30 TO DISCUSS LATTER'S REACTION TO WE/COLLINS REVISED PROPOSAL. HE BELIEVES
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EMBASSY ACTION WOULD BE MOST HELPFUL IF IT COULD TAKE PLACE BEFORE THAT MEETING.

2. IN CONVERSATIONS WITH SAG, EMBASSY SHOULD MAKE FOLLOWING POINTS:

A. U.S. HAS FINEST TELECOMMUNICATIONS IN WORLD, AND HIYH

TECHNOLOGY OF THAT SYSTEM WOULD BE REFLECTED IN SAUDI ARABIAN PROJECT. WESTERN ELECTRIC (WE) MANUFACTURES 85 PERCENT OF EQUIPMENT USED IN U.S. SYSTEM AND 35-40 PERCENT OF THAT IN ENTIRE WORLD. WESTERN ELECTRIC IS PRESENTLY

OPERATING AT LESS THAN CAPACITY SCHEDULES AND THUS CAN INCREASE PRODUCTION TO ACCOMMODATE ANY ANTICIPATED DEMAND.

B. COLLINS MANUFACTURES RADIO EQUIPMENT OF EXCEPTIONAL QUALITY. ITS AIRBORNE EQUIPMENT HAS BEEN EXPANDED TO INCLUDE EQUIPMENT USED IN GROUND COMMUNICATIONS.

C. WESTERN ELECTRIC AND COLLINS HAVE BOTH MANAGED MULTI-BILLION DOLLAR CONTRACTS WORLD-WIDE AND ESTABLISHED A REPUTATION FOR GETTING PROJECTS DONE ON SCHEDULE. THEY HAVE COMMON BUSINESS AND TECHNICAL STANDARDS, AND GENERALLY ARE STRONG AND EXPERIENCED AMERICAN COMPANIES.

3. WOULD APPRECIATE CLARIFICATION OF EMBASSY'S RECOMMENDATION THAT WE "ACCOMPANY OUR ACTION WITH SOME INDICATION THAT USG WILLING TO CONSIDER APPROPRIATE QUID PRO QUO OF INTEREST TO SAG WHICH CROWN PRINCE FAHD COULD SHOW".

4. FOR JIDDA AND RIYADH: WE ARE CONFUSED BY RIYADH REF-TEL WHICH SEEMS TO INDICATE ITT STILL IN RUNNING. IF THIS IS THE CASE, SUSPEND ACTION AUTHORIZED IN PARA 1 AND REPORT IMMEDIATELY. DECON UPON RECEIPT.
VANCE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 27-Apr-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE095351
Document Source: CORE
Document Unique ID: 00
Drafter: FHGERLACH:SLB
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770147-0970
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770412/aaaaakbm.tel
Line Count: 89
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 283b3e9c-c288-dd11-92da-001cc4696bcc
Office: ORIGIN NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 JIDDA 3042, 77 RIYADH 92
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05-Apr-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2674160
Secure: OPEN
Status: NATIVE
Subject: MICRO-WAVE PROJECT
TAGS: BTIO, US, SA
To: JIDDA
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/283b3e9c-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009